

PAPER MERCHANT SALES REPORT

January, 1991

(by NPTA Region)	Sales per Selling Day January, 1991 Compared to January, 1990	Sales per Selling Day January, 1991 Compared to December, 1990	Sales per Selling Day 1991 YTD Compared to 1990 YTD	Days Outstanding (Accounts & Notes) At close of January 1990 1991		Calendar Day Cost of ending January Inventory 1990 1991	
INDUSTRIAL							
1	+ 5.9	- 0.1	+ 5.9	39	40	60	41
2	+ 0.4	- 6.0	+ 0.4	44	43	70	63
3	+ 2.8	- 8.8	+ 2.8	37	40	57	51
4	+ 1.7	- 3.2	+ 1.7	37	39	60	63
5	+ 0.5	- 9.8	+ 0.5	35	36	61	64
6	- 5.4	- 2.6	- 5.4	43	41	71	69
7	+ 4.8	- 8.7	+ 4.8	35	35	54	64
8	+ 6.8	- 0.4	+ 6.8	38	37	64	61
9	- 0.7	- 10.9	- 0.7	39	39	53	52
NY	+ 4.6	- 13.2	+ 4.6	48	54	**	**
CHICAGO	+ 0.4	+ 6.1	+ 0.4	41	43	82	65
LA	0.0	- 8.9	0.0	43	41	68	66
US	+ 1.0	- 6.8	+ 1.0	39	40	60	58
PRINTING							
1	- 2.6	- 8.3	- 2.6	45	46	58	51
2	+ 1.7	- 3.5	+ 1.7	49	48	71	72
3	- 3.4	+ 7.9	- 3.4	42	48	88	81
4	+ 3.9	- 5.4	+ 3.9	44	46	67	55
5	- 0.5	+ 1.9	- 0.5	39	42	77	85
6	+ 2.5	- 1.8	+ 2.5	44	42	78	84
7	+ 11.9	+ 9.9	+ 11.9	38	39	67	67
8	+ 6.8	- 3.4	+ 6.8	43	40	77	71
9	+ 3.2	- 3.3	+ 3.2	40	40	60	69
NY	+ 5.4	- 11.1	+ 5.4	43	40	57	57
CHICAGO	+ 2.7	- 2.2	+ 2.7	41	46	74	79
LA	+ 4.3	+ 0.5	+ 4.3	43	43	76	83
US	+ 2.7	- 1.8	+ 2.7	43	44	74	74

JANUARY'S SALES CHANGES. *PRINTING* sales show a moderate increase, slightly lower than November and December's changes but still above the Producer Price Index. Region 7, which had the greatest 1990 decrease, had the highest increase for January. *INDUSTRIAL* sales show a smaller increase, with the Producer Price Index having about the same rise. Region 6, which had the poorest 1990 sales performance, started off 1991 in the same position.

DAYS OUTSTANDING for January are unchanged from December for industrial goods and up two days for printing goods. Both figures are in line with January, 1990 performance. **INVENTORY DAYS** are slightly lower than at the end of December for both types of goods and like days outstanding are in line with past years.

** indicates NPTA was unable to calculate valid numbers for a given measure, in this case NY Metro Industrial inventory days.

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NPTA REGIONS

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|--|---|--|
| 1: CT, ME, MA, NH, RI, & VT | 4: KY, OH, MI, & WV | 7: AR, LA, MS, OK, & TX (& W. Tenn) |
| 2: DE, DC, MD, NJ, NY, & PA (Except NY Metro) | 5: CO, IA, KS, MN, MT, NE, ND, SD, & WY | 8: IL, IN, MO, & WI (Exc. Chicago Metro) |
| 3: AL, FL, GA, NC, SC, TN & VA (Exc. Memphis) | 6: AZ, CA, HI, NM, NV, & UT (Except LA Metro) | 9: AK, ID, OR, & WA |
| NY Metro: In NY; New York City, Long Island, & Westchester County - In NJ; Counties of Bergen, Essex, Hudson, Middlesex, Passaic, & Union | | |
| Chicago Metro: In IL; Chicago and counties of Cook, DuPage, & Lake - In IN; Lake county | | |
| LA Metro: Cities of Los Angeles and San Diego, counties of Los Angeles, San Diego, Orange, & Ventura, plus parts of Riverside & San Bernardino | | |

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